

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	<u>Royal Ambulance, Inc.</u>	Division/Section	<u>DPH/ Dept Wide</u>	DS	<u>RP</u>
Address	<u>14472 Wicks Blvd.,</u>	Deputy Director	<u>Roland Pickens</u>	BS	<u>05/25/2022</u>
	<u>San Leandro, CA 94577</u>	DPH Administrator	<u>Natasha Hamilton</u>	MA	<u>05/25/2022</u>
Contact	<u>Ryan Wittmer</u>	Program Administrator	<u>Glen McClintock</u>	Phone	<u>415-215-8527</u>
	<u>Director of Business Development</u>	Contract Analyst	<u>Lilly Nguyen</u>	Phone	<u>415-554-2832</u>

Request for approval of a new contract with Royal Ambulance, Inc. to perform ambulance services. The total proposed contract amount is \$3,000,000 which includes a 12% contingency for the term of 06/01/2022 through 06/30/2026. (49 months/4 years)

Profit
 Non-Profit
 LBE
 RFP-Number: SFGOV-0000006692
 Date: 3/11/22
 New
 Renewal
 Mod
 Sole Source
 Date: _____

Number of years DPH has been doing business with this organization: 0

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u>	<u>Proposed Transaction</u>	<u>Annualized Difference*</u>
	New – No Prior Transaction	06/01/2022-06/30/2026	
Funding Sources:			
General Fund	-\$0-	\$2,678,572	\$2,678,572
TOTAL DPH REVENUES	-\$0-	\$2,678,572	\$2,678,572
12% Contingency Amount	-\$0-	\$321,428	\$321,428
CONTRACT TOTAL	-\$0-	\$3,000,000	\$3,000,000
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>	-\$0-	\$655,977	\$655,977
Agency Funds	-\$0-	-\$0-	-\$0-
Contract FTE	N/A	N/A	N/A

PROPOSED:

Mode(s) of Service & Unit of Service Definition	No. Of Clients		No. of Units	Unit Cost (per ride)
	N/A	Individual		
BLS Non Emergency Trip			Actual	\$383
BLS Emergency Trip			Actual	\$613
CCT Trip			Actual	\$1,245

Explanation of Service Change and Variances:

This is a new contract.

Monitoring Report/Program Review & Follow-up:

The contract will be monitored in accordance with all applicable Departmental procedures through the Medical Social Services division of Zuckerberg San Francisco General Hospital.

Nondiscrimination and Cultural Competency:

The Contractor will participate in applicable cultural competency requirements.

Other Significant Issues:

The Contractor shall provide as-needed Basic Life Support (BLS) and Critical Care (CCT) ambulance transportation services for clients and patients at or involving the return to San Francisco General Hospital, Laguna Honda Hospital, Community Clinics or Contracted service providers.

Royal Ambulance, Inc. is a for-profit organization founded in San Leandro, CA. The business became incorporated in 2005. Royal Ambulance, Inc. strive to over deliver on each patient journey where punctuality, safety, and patient throughput are the baseline of performance. By adding premium perception and EMTs empathy and positive nature, Royal Ambulance, Inc. better serves their customers and patients.

Royal Ambulance, Inc. was selected under SFGOV-0000006692. Royal Ambulance, Inc. was the highest ranked sole proposer to SFGOV-0000006692. The RFP allows for a contract of up to 9 years which includes contract options which may or may not be exercised.

Listing of Board of Directors, Owners of 10% or More of the Firm, and Executive Director

Steve Grau: Founder, CEO

Board of Directors

There are no board members.

Owners of 10% or more of the Firm:

Steve Grau, the founder and CEO is the sole owner of Royal Ambulance, Inc.

Recommendation: The Department recommends approval of this contract.